



**Albanese Bros. Inc.**  
General Contractor

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October 16, 2012

Mr. Reggie Nunnally  
Supplier Diversity Office ISDO)  
The McCormack Building  
One Ashburton Place, Room 1313  
Boston, MA 02108

Re: Thank you for the opportunity to take the DBE SS 2012 Class.

Dear Mr. Nunnally:

We, Marcella and Maria Albanese of Albanese Brothers Inc., wanted to write you this letter to thank SDO, OSD and the hard working team for the opportunity to let us take the DBE SS 2012 class.

What a great program to help small companies such as DBE's, MBE's and WBE's. It has proven to be such a beneficial opportunity for small businesses.

We also want to thank Beth Goldstein of Marketing Edge Consulting Group, Mary Richmond of OSD and Eric Straughter of OSD. They have put in 110% into this class and brought their skills and dedication to every class.

They kept us motivated and challenged so that we, the students, would not give up; especially since the class began during the busy construction season. They kept us engaged and motivated. The class was not easy, but it was well worth it. It has brought us to a new level of thinking and professionalism. We have all experienced improvements after every class.

Especially for us, with 34 years of experience as a general contractor, it was challenging to transition to also become a subcontractor. It has been like starting a new business. We never had to sell our services in the past because we always bid on Government projects as a G.c. But now as subs we have to sell our services to other construction companies and it has not been easy. We were so focused on working in the business all these years that we did not know how to begin. We have now learned to work "On the Business and not just in the business".

This class was God sent for us, since we had just received our DBE and WBE certifications in January.

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By taking this class, the very first thing we learned was "The Elevator Pitch" that we will use for the rest of our lives, since we live and breathe to find opportunities, especially in this economy.

The Elevator Pitch was our first class, but we have learned so many things to help us that it would take pages to explain. For every class that we attended, we took back elements learned from each class and implemented them into our everyday decisions and duties.

We now use the "S.M.A.R.T." strategies. We have a much better understanding of the financials, talent management, networking and teaming. We created dashboards and metrics to track our progress.

And progress we have made; we finally got a job as a DBE sub-contractor, and we are experiencing positive results all around, including all of our present projects.

We have also formed new partnerships with our fellow students and their companies. And even now that the class has ended we are still in touch trying to help each other out and subcontract work with one another, and tell each other of opportunities that we hear about. We all want to be successful and make SDO and OSD proud of our accomplishments.

Because of SDO and OSD's hard working team, not only with this class, but also for setting up all the "Meet and Greet", various seminars and workshops, a lot of small companies are presently successful. This was one of the most challenging classes that we ever took, and we are so glad that we did.

We are very grateful for this opportunity.

Thank you!  
Sincerely,



Marcella Albanese, President  
Albanese Brothers Inc.  
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Maria Albanese, Vice-President